

## Message Text

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PAGE 01 BOMBAY 00948 171009Z  
ACTION NEA-10

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P R 170651Z APR 78  
FM AMCONSUL BOMBAY  
TO USDOC WASHDC PRIORITY  
INFO SECSTATE WASHDC 8182  
AMEMBASSY NEW DELHI POUCH  
AMCONSUL CALCUTTA POUCH  
AMCONSUL MADRAS POUCH

UNCLAS BOMBAY 0948

E. O. 11652: N/A  
TAGS: BTIO, IN  
SUBJ: INVESTMENT OPPORTUNITY: G.R. ENGINEERING WORKS  
PRIVATE LTD., BOMBAY, SEEKS U.S. TECHNICAL PARTI-  
CIPATION TO MANUFACTURE MONOSODIUM CHLOROPHTHALATE

REF : 10 FAM 165

1. G.R. ENGINEERING WORKS PRIVATE LTD. (GR), POONAM  
CHAMBERS, DR. ANNIE BESANT ROAD, BOMBAY 400 018 (CABLE:  
GRENGINEER; TELEX: 011-3807 GRENG) HAS SOUGHT CONGEN'S  
ASSISTANCE IN LOCATING AN AMERICAN FIRM INTERESTED IN  
PROVIDING TECHNICAL KNOW-HOW FOR PRODUCING MONOSODIUM-4-  
CHLOROPHTHALATE. MR. M.S. KRISHNA, SENIRO CHEMICAL ENGINEER  
OF THE FIRM TOLD US THAT GR HAS BEEN RETAINED AS PROJECT  
CONSULTANT BY AN INDIAN COMPANY FOR SETTING UP THIS PLANT.

2. G.R. ENGINEERING (WTDR 11/76) IS AN ESTABLISHED FIRM  
MANUFACTURING A WIDE RANGE OF CHEMICAL PROCESS EQUIPMENT.  
IT ALSO  
FABRICATES INDUSTRIAL GRAITINGS, PRESSURE VESSELS,  
AND OTHER EQUIPMENT FOR FERTILIZER, DYESTUFF, SUGAR, BRE-  
WERY AND OTHER SIMILAR INDUSTRIES. GR MAINTAINS WELL  
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EQUIPPED PRODUCTION FACILITIES AT BOMBAY AND BANGALORE  
(KARNATAKA). IT ALSO HAS A SHIPPING DIVISION AT GOA  
CHARTERING BARGES TO IRON ORE MINE OWNERS. RECENTLY, GR  
ENTERED INTO A LICENSING AGREEMENT WITH A SWISS COMPANY  
FOR FABRICATING PROCESS EQUIPMENT FOR CHEMICAL INDUSTRY.  
REPORTEDLY, SOME OF THE EQUIPMENT MANUFACTURED BY GR IS  
BEING EXPORTED TO U.S.A., SWITZERLAND, KENYA AND INDONESIA.

EMPLOYING OVER 250 PEOPLE, GR'S ESTIMATED 1977 TURNOVER IS \$2.2 MILLION.

3. ON BEHALF OF ITS CLIENT, GR IS PLANNING TO ESTABLISH A MODERN PLANT WITH U.S. TECHNICAL ASSISTANCE FOR PRODUCING 2 METRIC TONS PER DAY OF MONOSODIUM-4-CHLOROPHTHALATE. ACCORDING TO MR. KRISHNA, THIS PRODUCT WILL BE USED AS A MODIFYING AGENT IN THE MANUFACTURE OF PIGMENTS. IN CONSULTATION WITH THE AMERICAN PARTNER, GR HOPES TO FABRICATE SOME OF THE EQUIPMENT FOR THE PROJECT SUCH AS PRESSURE VESSELS, DISTILLATION COLUMNS, HEAT EXCHANGERS, AND PROCESS TANKS LOCALLY. ESTIMATED TOTAL PROJECT COST WOULD BE RS.25 MILLION (APPROX. \$3.2 MILLION). MR. KRISHNA INDICATED TO US THAT IN ADDITION TO MEETING THE DEMANDS OF THE LOCAL MARKET, GR'S CLIENT MAY ALSO WISH TO EXPORT A PORTION OF ITS PRODUCTION TO FOREIGN BUYERS.

4. ACTION REQUESTED: WE WOULD APPRECIATE YOUR DISSEMINATION GR'S PROPOSAL AMONG APPROPRIATE AMERICAN FIRMS AND SELECTED INDUSTRY ASSOCIATIONS. ANNOUNCEMENT IN COMMERCE AMERICA AND DISSEMINATION THROUGH SECONDARY CHANNELS RECOMMENDED. IF FEASIBLE WE REQUEST THAT USDOC SEND US A LISTING OF AMERICAN FIRMS NOTIFIED OF GR'S PROPOSAL.  
COURTNEY

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## Message Attributes

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